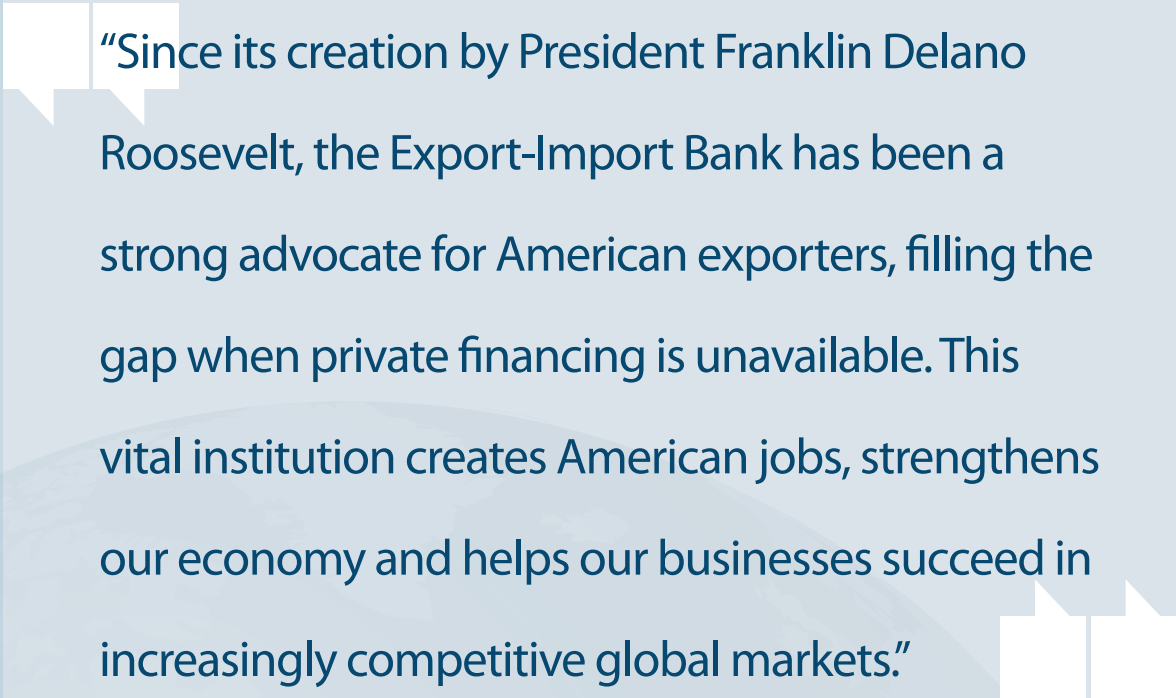





# Export-Import Bank *of the* United States



**Powering Jobs, Sales and Profits  
Through Exports**



“Since its creation by President Franklin Delano Roosevelt, the Export-Import Bank has been a strong advocate for American exporters, filling the gap when private financing is unavailable. This vital institution creates American jobs, strengthens our economy and helps our businesses succeed in increasingly competitive global markets.”

*President Barack Obama*



# Chairman's Message

In President Obama's State of the Union Address, he set a goal of doubling U.S. exports over the next five years to support two million jobs. Ex-Im Bank is critical to meeting that goal by providing export financing to make sure that U.S. goods and services reach markets abroad and American workers keep their jobs.

Ex-Im Bank is stepping into the credit gap and achieving record results. In fiscal year 2009, Ex-Im Bank increased its authorizations by 50 percent to reach a record \$21 billion in support of an estimated \$26.4 billion of U.S. exports. And we look forward to exceeding that in the years going forward.

My vision for Ex-Im Bank is straightforward – to expand the number of American exporters and increase the number of countries to which they export. How are we going to do that?

- We are expanding the number of banks and other partners that offer our products.
- We are adding resources to boost support for exports to countries with growing economies and infrastructure needs that offer great export opportunities such as Brazil, Colombia, India, Indonesia, Mexico, Nigeria, South Africa, Turkey and Vietnam.
- We are working to increase support for exports in specific industries in great demand and where American-made products have a distinct advantage: agricultural and construction machinery, medical equipment, aircraft and avionics, and power-generation equipment.

Our financing carries the full faith and credit of the U.S. government. Ex-Im Bank's products address a range of financing needs for U.S. exporters, from providing liquidity to minimizing repayment risk to facilitating term financing. Ex-Im Bank is particularly helpful at helping exporters enter new markets. We are open in nearly 150 countries. No transaction is too small or too large.

The paradox of crisis is that it can lead to opportunity. Even in these challenging times, U.S. exporters are finding opportunities abroad, and Ex-Im Bank is supporting them. Contact us to find out how and where we can help your company achieve its export potential. There's never been a better time.

*Fred P. Hochberg – Chairman and President*





## Open for Business: Markets and Industries

Ex-Im Bank is open for business in nearly 150 countries and specializes in financing U.S. exports to higher-risk developing markets that offer significant opportunities for U.S. exporters.

### Key Markets:

Ex-Im Bank is targeting its outreach efforts to boost U.S. exports to developing markets with growing economies and infrastructure needs that will require substantial sourcing of equipment and services.

Among these markets are:

- Brazil
- Colombia
- India
- Indonesia
- Mexico
- Nigeria
- South Africa
- Turkey
- Vietnam

### Specific Industries:

Ex-Im Bank is particularly focused on and experienced in supporting U.S. exports from industries whose goods and services are in great demand, including:

- Agricultural machinery
- Construction equipment and services
- Medical equipment and related services
- Aircraft and avionics
- Power-generation equipment and related services

### Country Availability:

Information on Ex-Im Bank's availability for short-, medium- and long-term financing on a country-by-country basis is available online in the Country Limitation Schedule at [http://www.exim.gov/tools/country/country\\_limits.cfm](http://www.exim.gov/tools/country/country_limits.cfm). Call (800) 565-EXIM (3946).

## Success Story

### General Electric Company Greenville, South Carolina

"Al Dur: Spearheading recovery – Middle East IWPP Deal of the Year 2009"  
*Project Finance magazine*

General Electric Company benefited from a \$230 million Ex-Im Bank direct loan in 2009 to finance its sale of turbines and equipment to the Al Dur Water and Power Company in Bahrain for the construction of an integrated power and seawater desalination facility – the first independent water and power project (IWPP) financed by an export-credit agency.

Ex-Im Bank's loan helped fill the gap in long-term financing when private banks originally funding the project only offered medium terms, necessitating a refinancing. It was the first time an export-credit agency accepted this refinancing risk.



# Special Initiatives: Small Business, Renewable Energy and Environment, Africa



three

Ex-Im Bank has special initiatives to increase support for U.S. small-business exports, renewable-energy and environmentally beneficial exports, and exports to Africa.

## Small Business:

Ex-Im Bank has financing products to help small-business exporters meet their needs for working capital, risk protection and buyer financing. (See pgs. 4-6.)

The Bank's regional offices (Contact Us) focus on outreach and support for small businesses. The Web site also offers step-by-step assistance on its small-business portal, <http://www.exim.gov/smallbiz/index.html>. Call (800) 565-EXIM (3946).

## Renewable-Energy and Environmental Exports:

Ex-Im Bank offers enhanced financing for renewable-energy and environmentally beneficial exports, including repayment terms up to 18 years for

renewable-energy and water-treatment projects, capitalization of interest during construction and support for local costs up to 30 percent of the U.S. scope of supply.

For information, visit <http://www.exim.gov/products/policies/environment/index.cfm>.

Call (800) 565-EXIM (3946).

## Africa:

Ex-Im Bank provides U.S. exporters with the financing assistance to compete successfully for business in Africa. The Bank's products and initiatives help U.S. exporters in all regions of Africa, including sub-Saharan Africa.

For information visit <http://www.exim.gov/products/special/africa/index.cfm>.

Call (800) 565-EXIM (3946).

## Suniva Inc. Atlanta, Georgia



"Exports are more than 90 percent of our business. We are expanding production and adding jobs right now, thanks in part to Ex-Im Bank's products."

J. Bryan Ashley – Chief Marketing Officer

Suniva Inc, a 150-employee manufacturer of high-efficiency silicon photovoltaic cells and high-powered modules, has used Ex-Im Bank's short-term multibuyer insurance policy to offer a \$500,000 credit line to a customer in India. This credit line has led to several customers applying for Ex-Im Bank loans.

Suniva evolved from the Georgia Institute of Technology's University Center of Excellence in Photovoltaics (PV), a Department of Energy-funded Center of Excellence. Suniva is focused on developing sensible PV products to reduce the cost of solar power globally.

Success Story





## Maximize Borrowing: Working Capital Guarantee

Ex-Im Bank-backed working capital loans provide U.S. exporters with the liquidity to accept new business, increase foreign sales and compete effectively in international markets.

### Product:

Ex-Im Bank guarantees 90 percent of working capital loans made to U.S. exporters or their suppliers by approved commercial lenders, including principal and interest.

Exporters may use the guaranteed financing to:

- Purchase finished products for export
- Pay for raw materials, equipment, supplies, labor and overhead to produce goods and/or provide services for export
- Cover standby letters of credit serving as bid bonds, performance bonds or payment bonds
- Finance foreign receivables

### Eligibility:

Eligible exporters must be located in the United States, have at least one year of operating history and a positive net worth.

U.S. suppliers of goods or services that will be exported from the United States by another company are fully eligible for the Bank's working capital guarantees.

Eligible exports must be shipped from the United States. Eligible services must be contracted with U.S.-based companies.

### Access:

**Delegated Authority Lenders** – Prequalified commercial lending partners with delegated authority from Ex-Im Bank can commit our guarantee without prior approval. Most of our working capital financing is provided by these lenders. For a list of lenders, go to [http://www.exim.gov/products/work\\_cap.cfm](http://www.exim.gov/products/work_cap.cfm). Call (800) 565-EXIM (3946).

## Success Story

"Ex-Im Bank's working capital guarantees enabled us obtain large loans in minimal time to meet major contracts in India and Mexico."

*James Virost – Chief Financial Officer*

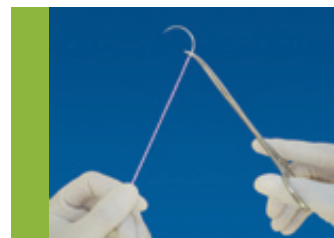
The Robbins Company, a 250-employee manufacturer of tunnel-boring machines, used a \$25 million Ex-Im Bank-backed loan facility from Wells Fargo HSBC Trade Bank in 2007 to export its machines to India for a project supplying potable water to 516 villages. The facility supported advance payments that the Indian government required to be 100 percent-secured by letters of credit or bank guarantees.

In 2009, Ex-Im Bank guaranteed a \$47 million working capital facility from Wells Fargo to Robbins to support its equipment exports for the drilling of 39 miles of sewer tunnels in Mexico City. The facility provided capital for standby letters of credit required as performance guarantees under the contract.

## The Robbins Company Solon, Ohio



# Minimize Risk: Short-Term Export-Credit Insurance



*five*

U.S. exporters can minimize the risk of nonpayment, offer competitive short-term financing and use insured foreign receivables to collateralize loans with Ex-Im Bank's short-term export-credit insurance.

## Products:

### *Multibuyer Policy:*

This policy insures short-term sales (up to 180 days; 360 days for capital equipment and bulk agricultural goods) to multiple international buyers on open-account terms without requiring confirmed letters of credit.

### *Small-Business Policy:*

This policy offers the same features as the multi-buyer policy but with special coverage for qualified small businesses, including no first-loss deductible.

### *Single-Buyer Policy:*

This policy insures short-term sales to a single international buyer.

Features of Multibuyer and Single-Buyer Policies:

- Covers 90-95 percent of commercial risk
- Assignment of insured receivables to lenders enables them to advance funds with limited risk
- Premium rates paid only on actual shipments

### *Lender Policies:*

Ex-Im Bank offers policies for financial institutions to protect against losses from financing letters of credit, buyer credits and export-related accounts receivable.

## Eligibility:

Eligible exports must be shipped from the United States. Eligible services must be contracted with U.S.-based companies.

## Access:

Apply through Ex-Im Online, the Bank's Web-based application system, at [http://www.exim.gov/news/exim\\_online\\_spl.cfm](http://www.exim.gov/news/exim_online_spl.cfm). Call (800) 565-EXIM (3946).

## DemeTech Corporation Miami, Florida



"We have expanded our distribution to over 80 countries, thanks in large part to Ex-Im Bank's multibuyer insurance."

*Luis Arguello, Sr. – President*

DemeTech Corporation, a 40-employee manufacturer of medical and surgical supplies specializing in surgical sutures, has a \$500,000 Ex-Im Bank multibuyer policy that is enabling the company to support its export sales in over 80 countries and continue expanding markets. The company's first-time exports to Turkey in 2009 were valued at \$300,000.

DemeTech also uses the Export Working Capital Program of the Small Business Administration (SBA) and the services of the U.S. Commercial Service to develop markets. Multibuyer policyholders with an Ex-Im Bank or SBA export working capital loan are eligible for a 25 percent discount off premium rates.

Success Story



## Offer Term Financing: Trade Finance and Insurance

International buyers can use Ex-Im Bank products to obtain competitive term financing to support purchases of U.S. capital goods and services on repayment terms of two to seven years (medium-term) or up to 10 years (long-term).

### Products:

#### *Loan Guarantee or Export-Credit Insurance:*

Ex-Im Bank guarantees or insures commercial loans providing term financing for U.S. export sales. (Insurance coverage is limited to medium-term transactions.)

#### *Direct Loan:*

Ex-Im Bank also offers direct, fixed-rate loans to finance these exports.

#### Features:

- Finances up to 85 percent of the U.S. supply contract (depending upon content); 15 percent cash payment required

- Covers 100 percent of commercial and political risks on the financed amount
- Includes principal and accrued interest
- Local costs and ancillary services (e.g., legal fees) can be included
- Available in foreign currencies

### Eligibility:

Eligible exports must be shipped from the United States. Eligible services must be contracted with U.S.-based companies.

### Access:

See "How To Apply" at [http://www.exim.gov/tools/how\\_to\\_apply.cfm](http://www.exim.gov/tools/how_to_apply.cfm). Applications for medium-term insurance and loan guarantees under \$10 million can be made through Ex-Im Online, the Bank's Web-based application system, at [http://www.exim.gov/news/exim\\_online\\_spl.cfm](http://www.exim.gov/news/exim_online_spl.cfm). Call (800) 565-EXIM (3946).

## Success Story

"Ex-Im Bank's financing helped us establish long-term relationships with customers in Latin America and greatly expand our sales."

*David Ickert – Vice President of Finance*

Air Tractor Inc., a 200-employee manufacturer of agricultural and forest fire-bombing airplanes, has used Ex-Im Bank's medium-term insurance for 15 years to export an estimated \$40 million of its aircraft, primarily to small private-sector buyers in Argentina and Brazil.

Air Tractor uses the Bank's medium-term policies to provide supplier credits, which are loans to international buyers that the company originates and then sells to a commercial lender. In 2009, the company also obtained an Ex-Im Bank-guaranteed working capital loan.

## Air Tractor Inc. Olney, Texas





# Finance International Projects: Structured and Project Finance



seven

Ex-Im Bank offers financing for international buyers of U.S. exports for use in international development and infrastructure projects. Structured and project finance offer maximum flexibility for project sponsors.

## Products:

### *Structured Finance:*

Ex-Im Bank can consider existing companies overseas as potential borrowers, based on their creditworthiness as reflected on balance sheets and other sources of collateral or security enhancements.

### *Limited-Recourse Project Finance:*

Future cash flows of the project serve as the source of repayment for the loan. This arrangement is appropriate for infrastructure transactions in markets where Ex-Im Bank is open or for hard-currency earning projects in almost any market where revenues can be captured offshore.

Ex-Im Bank will work with project developers or equity participants to develop a structure that can be sustained throughout the project's operations.

## Features:

- Available in most countries
- Comprehensive cover for a great variety of projects

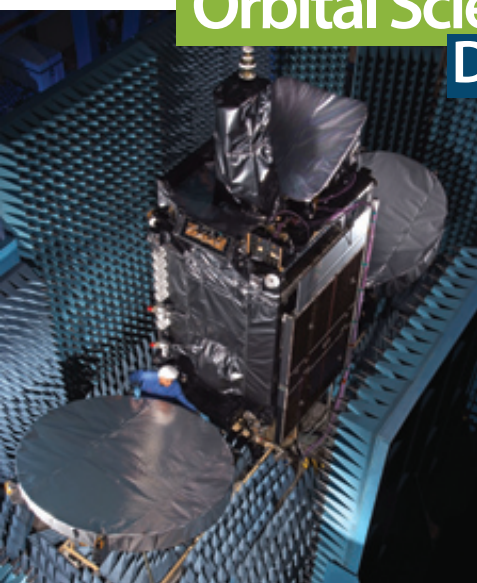
## Eligibility:

Eligible exports must be shipped from the United States. Eligible services must be contracted with U.S.-based companies.

## Access:

Email inquiries to [structuredfinance@exim.gov](mailto:structuredfinance@exim.gov) or call (800) 565-EXIM (3946), ext. 3690.

## Orbital Sciences Corporation Dulles, Virginia



"We successfully competed for this new satellite contract with Ex-Im Bank's support. Hundreds of U.S.-based high-tech jobs will be created."

*Garrett E. Pierce – Vice Chairman and Chief Financial Officer*

Orbital Sciences Corporation will provide 8,230-MHz ka-band telecommunications satellite to Avanti Communications of London to launch the Hylas 2 satellite, backed by a \$216 million direct loan from Ex-Im Bank. Many other U.S. suppliers, including small businesses, are also contributing to the \$237 million project.

Ex-Im Bank's innovative structure provided a source of finance that enabled Avanti, an emerging satellite service operator and broadband provider, to purchase cost-effective and reliable technology from Orbital Sciences.

Success Story

eight



## Finance Transportation Equipment: Transportation Finance

Ex-Im Bank finances exports of new and used U.S.-manufactured commercial and general-aviation aircraft, helicopters, locomotives and other rolling stock.

### Products:

#### *Guaranteed Loan:*

Ex-Im Bank primarily guarantees loans made by commercial lenders to support these exports.

#### *Direct Loan:*

Ex-Im Bank occasionally provides support through a direct, fixed-rate loan.

#### *Finance Lease:*

Most Ex-Im Bank-supported asset-backed aircraft transactions use a finance-lease structure under which a special purpose company (SPC) acts as the borrower, the owner of the financed aircraft and the lessor of the financed aircraft to the end user, which is typically an airline or an airline leasing company.

The SPC grants Ex-Im Bank an exclusive, first-priority, perfected security interest in the aircraft to secure the loan.

#### *Other Structures:*

Ex-Im Bank will work with U.S. exporters and their international customers to develop other financing structures that utilize the Bank's direct-loan and loan-guarantee products.

#### Features:

- Available in most countries
- Financing for up to 85 percent of the U.S. supply contract

### Eligibility:

Eligible exports must be shipped from the United States. Eligible services must be contracted with U.S.-based companies.

### Access:

Email inquiries to [transportationfinance@exim.gov](mailto:transportationfinance@exim.gov) or call (800) 565-EXIM (3946), ext. 3550.

## Success Story

"Ex-Im Bank listened to our unique needs and worked with us to develop an out-of-the box solution that has had a significant and positive impact on sales of Cessna business jets."

*Tom Low – President, Cessna Finance Corporation*

Textron Inc. is exporting aircraft and helicopters by two of its companies, Cessna Aircraft Company and Bell Helicopter Textron, with the assistance of a \$500 million direct-loan facility provided by Ex-Im Bank in 2009.

Cessna Financial Corporation (CFC) provides financing for these exports to its international customers. Ex-Im Bank's facility enables CFC to offer competitive repayment terms and interest rates. The Bank stepped in when CFC was unable to provide financing with funds raised from its traditional sources.

## Textron Inc. Providence, Rhode Island



# Contact Us



## BOARD OF DIRECTORS

**Fred P. Hochberg**  
Chairman and President  
Fred.Hochberg@exim.gov

**Diane Farrell**  
Board Member  
Diane.Farrell@exim.gov

**Bijan R. Kian**  
Board Member  
Bijan.Kian@exim.gov

## SENIOR MANAGEMENT

**Alice Albright**  
Executive Vice President and  
Chief Operating Officer  
Alice.Albright@exim.gov

**John A. McAdams**  
Senior Vice President  
Export Finance  
John.McAdams@exim.gov

**Charles D. Tansey**  
Senior Vice President  
Small Business  
Charles.Tansey@exim.gov

**Jonathan J. Cordone**  
Senior Vice President  
and General Counsel  
Jonathan.Cordone@exim.gov

**Stephanie M. O'Keefe**  
Senior Vice President  
Communications  
Stephanie.Keefe@exim.gov

**Kenneth M. Tinsley**  
Senior Vice President  
Credit and Risk Management  
Kenneth.Tinsley@exim.gov

**James C. Cruse**  
Senior Vice President  
Policy and Planning  
James.Cruse@exim.gov

**Gray Sasser**  
Senior Vice President  
Congressional Affairs  
Gray.Sasser@exim.gov

**Kevin Varney**  
Senior Vice President  
and Chief of Staff  
Kevin.Varney@exim.gov

**Michael Cushing**  
Senior Vice President  
Resource Management  
Michael.Cushing@exim.gov

**John F. Simonson**  
Senior Vice President  
and Chief Financial Officer  
John.Simonson@exim.gov

**Photo Credits:**  
*one* Ex-Im Bank • *two* Suniva  
Inc. • *three* General Electric  
Company • *four* The Robbins  
Company • *five* DemeTech  
Corporation • *six* Air Tractor  
Inc. • *seven* Orbital Sciences  
Corporation • *eight* Textron Inc.

## Web Site: [www.exim.gov](http://www.exim.gov)

**Headquarters:**  
811 Vermont Avenue, N.W.  
Washington, D.C. 20571  
(202) 565-EXIM (3946) or  
(800) 565-EXIM (3946)

### Regional Offices:

**Northeast and Mid-Atlantic**  
33 Whitehall Street  
22nd Floor, Suite B  
New York, NY 10004  
(212) 809-2650

**Southeast**  
5835 Blue Lagoon Drive  
Suite 203  
Miami, FL 33126  
(305) 526-7436

**Midwest**  
200 West Adams Street  
Suite 2450  
Chicago, IL 60606  
(312) 353-8081

**Southwest**  
1880 South Dairy Ashford II  
Suite 405  
Houston, TX 77077  
(281) 721-0465

**North Texas  
(Dallas-Area) Branch**  
McKinney Chamber of  
Commerce  
Summit Park I  
2150 South Central Expressway  
Suite 150  
McKinney, TX 75069  
(214) 551-4959

**West  
Orange County**  
3300 Irvine Avenue  
Suite 305  
Newport Beach, CA 92660  
(949) 660-1341

**San Diego Branch**  
9449 Balboa Avenue  
Suite 111  
San Diego, CA 92123  
(858) 467-7035

**Northern California Branch**  
50 Fremont Street  
Suite 2450  
San Francisco, CA 94105  
(415) 705-2285

Where We Are



## **EXPORT-IMPORT BANK OF THE UNITED STATES**

811 Vermont Avenue, N.W.  
Washington, DC 20571  
[www.exim.gov](http://www.exim.gov)

New York, Miami, Chicago, Houston, Dallas, Newport Beach, San Diego, San Francisco